2/1/88 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		NOV 1987	NOV 1986	JUL-NOV 1987/88	JUL-NOV 1986/87
AL	Alabama	4,558	3,847	26,480	23,312
AK	Alaska	9	0	70	727
AZ	Arizona	808	94	1,402	517
AR	Arkansas	2,869	1,951	19,066	8,198
CA	California	6,303	6,988	31,125	23,817
CO	Colorado	86	714	1,015	1,782
CT	Connecticut	27	152	759	1,028
DE	Delaware	17	2,967	5,515	7,985
FL	Florida	12,077	8,486	50,162	41,102
GA	Georgia	4,640	10,834	39,341	35,115
HI	Hawaii	2,541	427	7,306	2,868
ID	Idaho	1,157	2,204	7,022	9,014
IL	Illinois	30,412	36,262	286,459	262,615
IN	Indiana	18,139	21,406	131,804	123,500
IA	Iowa	45,942	26,671	198,905	143,654
KS	Kansas	3,535	567	19,290	8,937
KY	Kentucky	3,807	1,991	28,263	34,744
LA	Louisiana	13,757	12,066	35,341	23,398
ME	Maine	203	0	3,359	383
MD	Maryland	311	1,165	11,379	7,536
MA	Massachusetts	60	32	581	1,204
MI	Michigan	5,499	7,897	56,606	50,516
MN	Minnesota	30,146	41,246	125,272	115,764
MS	Mississippi	310	876	16,498	4,066
MO	Missouri	27,294	17,349	105,395	80,257
MT	Montana	480	636	2,893	3,540
NE	Nebraska	3,058	1,723	10,664	4,337
NV	Nevada	0	0	0	27
NH	New Hampshire	9	0	148	127
NJ	New Jersey	284	150	1,650	2,687
NM	New Mexico	931	150	2,950	1,622
NY	New York	2,423	14,123	8,518	23,080
NC	North Carolina	4,740	8,167	16,482	19,836
ND	North Dakota	911	1,976	7,762	7,800
OH	Ohio	16,238	12,129	151,795	161,342
OK	Oklahoma	900	373	10,468	7,411
OR	Oregon	1,982	2,624	10,600	9,426
PA	Pennsylvania	2,726	2,706	15,547	16,154
RI	Rhode Island	61	0	145	238
SC	South Carolina	1,899	1,997	17,765	22,187
SD	South Dakota	612	660	3,537	1,900
TN	Tennessee	5,174	2,249	16,523	22,058
TX	Texas	15,123	6,050	51,350	39,114
UT	Utah	1,339	(2,235)	3,195	951
VT	Vermont	105	66	937	876
VA	Virginia	8,393	717	23,917	6,352
WA	Washington	3,948	3,476	8,894	10,230
WV	West Virginia	0	114	242	439
WI	Wisconsin	11,521	19,796	72,232	86,771
WY	Wyoming	30	49	722	330
	TOTAL U.S.:	297,394	283,888	1,647,351	1,460,874
CANADA					
AB	Alberta	1,662	734	7,441	4,987
BC	Brit. Columbia	420	24	1,051	6,716
MB	Manitoba	1,891	1,350	7,090	6,419
NB	New Brunswick	862	137	3,599	2,317
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	166	60	1,531	601
ON	Ontario	13,041	878	79,041	33,596
PE	Pr.Edward Isle	1,607	0	4,260	2,245
PQ	Quebec	11,057	2,121	44,333	18,870
SK	Saskatchewan	162	520	13,001	2,834
	TOTAL CANADA:	30,868	5,824	161,347	78,585
EXPORT SALES:		227,525	239,677	1,550,657	1,364,483
TOTAL AGRICULTURAL		555,787	529,389	3,359,355	2,903,942
Non-Ag	U.S.	34,273	35,665	165,620	147,020
	Canada	3,540	996	10,740	6,133
	Exports	25,846	15,257	57,145	31,381
TOTAL NON-AGRICULTURAL		63,659	51,918	233,505	184,534
GRAND TOTAL.....		**619,446**	**581,307**	**3,592,860**	**3,088,476**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,606	2,393	301	0	258	4,558
AK Alaska	0	0	9	0	0	9
AZ Arizona	164	0	632	0	12	808
AR Arkansas	30	61	1,698	1,075	5	2,869
CA California	3,209	1,592	244	13	1,245	6,303
CO Colorado	0	16	46	13	11	86
CT Connecticut	0	0	16	0	11	27
DE Delaware	0	0	17	0	0	17
FL Florida	9,214	964	62	140	1,697	12,077
GA Georgia	1,581	1,963	91	153	852	4,640
HI Hawaii	0	60	2,470	0	11	2,541
ID Idaho	31	791	335	0	0	1,157
IL Illinois	3,557	22,359	1,350	2,945	201	30,412
IN Indiana	633	10,171	4,711	2,564	60	18,139
IA Iowa	116	29,469	13,094	3,257	6	45,942
KS Kansas	159	345	2,776	205	50	3,535
KY Kentucky	0	3,655	14	15	123	3,807
LA Louisiana	1,883	62	11,351	451	10	13,757
ME Maine	0	0	18	0	185	203
MD Maryland	0	0	0	311	0	311
MA Massachusetts	0	60	0	0	0	60
MI Michigan	286	2,694	2,381	0	138	5,499
MN Minnesota	197	9,613	18,108	2,150	78	30,146
MS Mississippi	0	45	232	0	33	310
MO Missouri	945	1,774	23,353	1,209	13	27,294
MT Montana	30	115	278	57	0	480
NE Nebraska	589	456	1,408	388	217	3,058
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	9	9
NJ New Jersey	0	161	0	96	27	284
NM New Mexico	543	0	319	0	69	931
NY New York	707	351	1,131	125	109	2,423
NC North Carolina	1,278	2,212	496	371	383	4,740
ND North Dakota	0	313	598	0	0	911
OH Ohio	481	12,870	2,373	141	373	16,238
OK Oklahoma	572	31	245	30	22	900
OR Oregon	218	530	1,141	62	31	1,982
PA Pennsylvania	352	16	1,955	130	271	2,726
RI Rhode Island	0	0	61	0	0	61
SC South Carolina	730	547	242	0	380	1,899
SD South Dakota	0	181	431	0	0	612
TN Tennessee	120	800	2,350	1,904	0	5,174
TX Texas	8,996	1,560	3,985	346	236	15,123
UT Utah	1,249	29	61	0	0	1,339
VT Vermont	0	0	0	0	105	105
VA Virginia	0	243	7,468	372	310	8,393
WA Washington	991	467	2,345	62	83	3,948
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	123	7,047	3,460	796	95	11,521
WY Wyoming	30	0	0	0	0	30
TOTAL U.S.:	40,620	116,018	113,656	19,381	7,719	297,394
CANADA						
AB Alberta	26	0	1,388	248	0	1,662
BC Brit. Columbia	0	0	398	0	22	420
MB Manitoba	0	418	1,309	164	0	1,891
NB New Brunswick	0	150	712	0	0	862
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	166	0	0	166
ON Ontario	14	6,696	4,896	75	1,360	13,041
PE Pr.Edward Isle	0	0	681	0	926	1,607
PQ Quebec	0	4,481	4,446	0	2,130	11,057
SK Saskatchewan	0	55	99	8	0	162
TOTAL CANADA	40	11,800	14,095	495	4,438	30,868
*EXPORT SALES:	109,365	29,135	81,219	2,765	5,041	227,525
TOTAL AG SALES	150,025	156,953	208,970	22,641	17,198	555,787
NON-AG U.S.	25,659	-	-	7,851	763	34,273
Canada	2,014	-	-	1,518	8	3,540
*Exports	545	-	-	25,286	15	25,846
TOTAL NON-AG SALES	28,218	-	-	34,655	786	63,659
GRAND TOTAL	178,243	156,953	208,970	57,296	17,984	619,446

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

NOVEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	1,412	0	9,457	0	1,447	12,316
Brazil	0	3,005	19,379	0	0	22,384
China	24,772	0	0	0	0	24,772
Columbia	0	14,280	0	0	0	14,280
Costa Rica	5,149	0	1,256	0	612	7,017
Dom. Republic	0	0	3,591	0	150	3,741
Holland	3,490	0	12,511	0	0	16,001
Honduras	0	0	598	0	1	599
India	14,996	0	0	0	0	14,996
Indonesia	14,120	0	0	0	0	14,120
Jamaica	0	1,775	0	0	0	1,775
Japan	7,395	10,075	20,103	2,765	364	40,702
Korea	25,401	0	0	0	0	25,401
Malaysia	363	0	0	0	2,425	2,788
Mexico	325	0	46	0	42	413
New Zealand	12	0	0	0	0	12
Philippines	9,228	0	0	0	0	9,228
Switzerland	0	0	7,248	0	0	7,248
Taiwan	2,702	0	0	0	0	2,702
Venezuela	0	0	7,030	0	0	7,030
TOTAL AG:	109,365	29,135	81,219	2,765	5,041	227,525
NON-AGRICULTURAL						
Italy	0	-	-	6,200	0	6,200
Japan	200	-	-	8,476	0	8,676
Korea	0	-	-	10,610	0	10,610
Mexico	270	-	-	0	15	285
United Kingdom	75	-	-	0	0	75
TOTAL NON-AG:	545	-	-	25,286	15	25,846
TOTAL EXPORTS	**109,910**	**29,135**	**81,219**	**28,051**	**5,056**	**253,371**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,340	2,252	0	0	3,592
AK Alaska	0	0	9	0	9
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	185	185
CA California	0	0	0	13	13
CO Colorado	0	0	31	0	31
CT Connecticut	0	0	16	0	16
DE Delaware	0	0	17	0	17
FL Florida	9,197	964	62	140	10,363
GA Georgia	1,581	1,812	91	124	3,608
HI Hawaii	0	60	2,470	0	2,530
ID Idaho	0	2	21	0	23
IL Illinois	605	22,359	1,349	2,945	27,258
IN Indiana	124	10,171	3,815	2,564	16,674
IA Iowa	15	28,022	12,158	3,240	43,435
KS Kansas	0	0	0	27	27
KY Kentucky	0	2,924	14	15	2,953
LA Louisiana	1,867	0	10,864	0	12,731
ME Maine	0	0	18	0	18
MD Maryland	0	0	0	311	311
MA Massachusetts	0	60	0	0	60
MI Michigan	286	2,694	2,381	0	5,361
MN Minnesota	123	9,613	18,108	2,150	29,994
MS Mississippi	0	0	0	0	0
MO Missouri	0	149	11,352	826	12,327
MT Montana	0	115	278	57	450
NE Nebraska	0	116	534	388	1,038
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	161	0	96	257
NM New Mexico	0	0	0	0	0
NY New York	707	351	1,131	125	2,314
NC North Carolina	912	2,212	496	371	3,991
ND North Dakota	0	313	598	0	911
OH Ohio	243	12,870	2,373	141	15,627
OK Oklahoma	0	0	15	30	45
OR Oregon	0	309	634	62	1,005
PA Pennsylvania	304	18	153	130	605
RI Rhode Island	0	0	61	0	61
SC South Carolina	730	547	242	0	1,519
SD South Dakota	0	181	369	0	550
TN Tennessee	0	800	2,350	1,873	5,023
TX Texas	0	0	0	0	0
UT Utah	1,242	0	0	0	1,242
VT Vermont	0	0	0	0	0
VA Virginia	0	243	7,468	372	8,083
WA Washington	976	350	2,188	62	3,576
WV West Virginia	0	0	0	0	0
WI Wisconsin	123	7,047	3,460	796	11,426
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	20,375	106,715	85,126	17,043	229,259
CANADA					
AB Alberta	26	0	1,388	248	1,662
BC Brit. Columbia	0	0	398	0	398
MB Manitoba	0	418	1,309	164	1,891
NB New Brunswick	0	150	712	0	862
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	166	0	166
ON Ontario	14	6,696	4,896	75	11,681
PE Pr.Edward Isle	0	0	681	0	681
PQ Quebec	0	4,481	4,446	0	8,927
SK Saskatchewan	0	55	99	8	162
TOTAL CANADA:	40	11,800	14,095	495	26,430
*EXPORT SALES:	106,621	26,130	68,698	2,765	204,214
TOTAL AG SALES	127,036	144,645	167,919	20,303	459,903
NON-AG U.S.	12,299	-	-	7,029	19,328
Canada	2,014	-	-	1,518	3,532
*Exports	275	-	-	25,286	25,561
TOTAL NON-AG SALES	14,588	-	-	33,833	48,421
GRAND TOTAL	**141,624**	**144,645**	**167,919**	**54,136**	**508,324**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	1,412	0	9,457	0	10,869
Brazil	0	0	19,379	0	19,379
China	24,772	0	0	0	24,772
Columbia	0	14,280	0	0	14,280
Costa Rica	3,413	0	0	0	3,413
Holland	3,490	0	12,511	0	16,001
India	14,996	0	0	0	14,996
Indonesia	14,120	0	0	0	14,120
Jamaica	0	1,775	0	0	1,775
Japan	6,724	10,075	20,103	2,765	39,667
Korea	25,401	0	0	0	25,401
Malaysia	363	0	0	0	363
Philippines	9,228	0	0	0	9,228
Switzerland	0	0	7,248	0	7,248
Taiwan	2,702	0	0	0	2,702
TOTAL AG:	106,621	26,130	68,698	2,765	204,214
NON-AGRICULTURAL					
Italy	0	-	-	6,200	6,200
Japan	200	-	-	8,476	8,676
Korea	0	-	-	10,610	10,610
United Kingdom	75	-	-	0	75
TOTAL NON-AG:	275	-	-	25,286	25,561
TOTAL EXPORTS:	**106,896**	**26,130**	**68,698**	**28,051**	**229,775**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

NOVEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	266	141	301	0	258	966
AK Alaska	0	0	0	0	0	0
AZ Arizona	164	0	632	0	12	808
AR Arkansas	30	61	1,698	890	5	2,684
CA California	3,209	1,592	244	0	1,245	6,290
CO Colorado	0	16	15	13	11	55
CT Connecticut	0	0	0	0	11	11
DE Delaware	0	0	0	0	0	0
FL Florida	17	0	0	0	1,697	1,714
GA Georgia	0	151	0	29	852	1,032
HI Hawaii	0	0	0	0	11	11
ID Idaho	31	789	314	0	0	1,134
IL Illinois	2,952	0	1	0	201	3,154
IN Indiana	509	0	896	0	60	1,465
IA Iowa	101	1,447	936	17	6	2,507
KS Kansas	159	345	2,776	178	50	3,508
KY Kentucky	0	731	0	0	123	854
LA Louisiana	16	62	487	451	10	1,026
ME Maine	0	0	0	0	185	185
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	138	138
MN Minnesota	74	0	0	0	78	152
MS Mississippi	0	45	232	0	33	310
MO Missouri	945	1,625	12,001	383	13	14,967
MT Montana	30	0	0	0	0	30
NE Nebraska	589	340	874	0	217	2,020
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	9	9
NJ New Jersey	0	0	0	0	27	27
NM New Mexico	543	0	319	0	69	931
NY New York	0	0	0	0	109	109
NC North Carolina	366	0	0	0	383	749
ND North Dakota	0	0	0	0	0	0
OH Ohio	238	0	0	0	373	611
OK Oklahoma	572	31	230	0	22	855
OR Oregon	218	221	507	0	31	977
PA Pennsylvania	48	0	1,802	0	271	2,121
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	380	380
SD South Dakota	0	0	62	0	0	62
TN Tennessee	120	0	0	31	0	151
TX Texas	8,996	1,560	3,985	346	236	15,123
UT Utah	7	29	61	0	0	97
VT Vermont	0	0	0	0	105	105
VA Virginia	0	0	0	0	310	310
WA Washington	15	117	157	0	83	372
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	95	95
WY Wyoming	30	0	0	0	0	30
TOTAL U.S.:	20,245	9,303	28,530	2,338	7,719	68,135
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	22	22
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	1,360	1,360
PE Pr.Edward Isle	0	0	0	0	926	926
PQ Quebec	0	0	0	0	2,130	2,130
SK Saskatchewan	0	0	0	0	0	0
TOTAL CANADA	0	0	0	0	4,438	4,438
*EXPORT SALES:	2,744	3,005	12,521	0	5,041	23,311
TOTAL AG SALES	22,989	12,308	41,051	2,338	17,198	95,884
NON-AG U.S.	13,360	-	-	822	763	14,945
Canada	0	-	-	0	8	8
*Exports	270	-	-	0	15	285
TOTAL NON-AG SALES	13,630	-	-	822	786	15,238
GRAND TOTAL	**36,619**	**12,308**	**41,051**	**3,160**	**17,984**	**111,122**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

NOVEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,447	1,447
Brazil	0	3,005	0	0	0	3,005
Costa Rica	1,736	0	1,256	0	612	3,604
Dom. Republic	0	0	3,591	0	150	3,741
Honduras	0	0	598	0	1	599
Japan	671	0	0	0	364	1,035
Malaysia	0	0	0	0	2,425	2,425
Mexico	325	0	46	0	42	413
New Zealand	12	0	0	0	0	12
Venezuela	0	0	7,030	0	0	7,030
TOTAL AG:	2,744	3,005	12,521	0	5,041	23,311
NON-AGRICULTURAL						
Mexico	270	-	-	0	15	285
TOTAL NON-AG:	270	-	-	0	15	285
TOTAL EXPORTS:	**3,014**	**3,005**	**12,521**	**0**	**5,056**	**23,596**